



CROSS COMPLIANCE SMR's & GAEC's







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CROSS COMPLIANCE - CROPS







Cross Compliance – Northern part of Cyprus: Relevance

WATER

74 million m3/ year sustainable 100 – 140 m3/year used

Guzelyurt aquifer - 7 km from sea there are wells with 8000 ppm NO3

- oranges tolerate 2000 ppm NO3

SOIL

47% of agricultural land affected by salinization 12% subject to erosion







Cross Compliance – Basic Information

The Common Agriculture Policy (CAP) reform from 2013 established "Cross Compliance".

Cross Compliance is a mandatory set of requirements and standards that link direct payments to farmers with implementation of basic standards regarding environment, food safety, animal and plant health and animal welfare.

Cross Compliance also covers requirements in regards to maintaining land in good agricultural and environmental condition.







Cross Compliance – Basic Information

The legal basis for "Cross Compliance are: Council regulation 1306/2013, Commission Implementing Regulation 809/2014 and Commission Delegated Regulation 640/2014.

Farmers need to comply with "Cross Compliance" requirements & standards in order to be eligble for support scheme payments under the CAP.

All Member States must establish a Farm Advisory System (FAS) within the framework of the CAP, which helps farmers to better understand and meet "Cross Compliance" requirements.







Cross Compliance – Elements

Cross Compliance consists of:

- ➤ Statutory Management Requirements (SMRs): existing EU legislative requirements relating to public health, animal and plant health, environmental protection and animal welfare
- ➤ Good Agriculture and Environmental Conditions (GAEC's): a range of standards developed to address soil erosion, soil organic matter, soil structure, ensuring a minimum level of maintenance, avoiding the deterioration of habitats and protection and management of water







Cross Compliance – Benefits

- ➤ Ensured farm support payments
- **>** Sustainability
- ➤Increased competitiveness
- ➤Increased productivity

Increased farmer/processor income







Cross Compliance – Implementation

PROCESS IN WHICH **ALL STAKEHOLDERS ARE ACTIVELY INVOLVED** (AGRIBUSINESS – FARMERS & FOOD INDUSTRY + LOCAL AUTHORITIES).

"BOTTOM UP" APPROACH IN IMPLEMENTATION - KEY TO SUCCESS.

SIMPLE SOLUTIONS BASED ON PRACTICES FROM northern part of Cyprus.

DON'T COPY OTHERS MISTAKES.







SMR's







SMR's – Basic Information

Statutory Management Requirements (SMRs) are the legislative standards in the field of the environment, food safety, animal and plant health and animal welfare.

There are total of 13 SMR's.

Each Member State has to incorporate them into its national legislation.







SMR's – Crop Production

SMR 1 - Protection of Water from Pollution by Nitrates from Agriculture

SMR 2 - Wild birds

SMR 3 - Conservation of Natural Habitats

SMR 4 - Food and feed

SMR 10 - Plant protection products







SMR's – Implementation

Process of implementation to be based on partnership of all stakeholders (Local authorities/Farmers/Food Industry).

Take in account local conditions, knowledge, traditional farm management systems.







SMR 1 — Water Protection from Nitrates

SMR 1: Reduce existing pollution and prevent potential pollution of water by nitrates from agriculture.

The **Directive 91/676/EEC** is the legal base for the implementation.







SMR 1 – Introduction

Overuse of nitrates causes losses and pollution of water, soil and air.

Leaching of nitrates from organic fertilizer represents are potentially significant polluters of surface and ground water.

If nitrates finish in groundwater, the have a direct negative effect on human health.

In order to ensure sustainable crop and livestock production, it is necessary to implement organic fertilizer management measures.







SMR 1 – State Obligations

Member State have to identify waters that are at risk of pollution by nitrates originating in agriculture production, define "Nitrate Vulnerable Zones (NVZ)" and define "Operational Programmes" for prevention of pollution.

Set limits for maximum quantity of N/hectare/year from organic fertilisers

Farmers in "Nitrate Vulnerable Zones" must comply with the Operational Program" measures.







SMR 1 – NVZ in Croatia









Requirements include:

Periods in which application of organic manures and chemical fertiliser is not allowed;

Annual application limits for organic nitrogen and chemical fertiliser;

Spreading methods for organic manures;

Application of organic manures and chemical fertilisers only during times of suitable soil and weather conditions;







Requirements include:

Application of chemical nitrogen fertilisers to crop requirement;

Maintaining records of manure and fertilizer application;

No application of fertilizer in prescribed zones bordering water courses







As part of "Good Mgmt. Practice" during production the farmer must:

- periodically conduct chemical soil analysis for production parcels
- not apply more N per 1 calendar year then maximum approved values for N/hectare/year (210 transition and 170 kg N/ha final)
- not apply manure or slurry within Winter months (November –
 February) not apply organic and chemical fertilizers in areas prone to flooding.







As part of "Good Mgmt. Practice" during production the farmer must:

- not apply organic or chemical fertilizers on steep slopes from which they can be washed into water bodies
- not apply organic or chemical fertilizers close to rivers, lakes, waterways
- incorporate organic fertilizers into soil in order to avoid N losses







SMR 1 – Application Rates

Type of manure	% N	% P ₂ O ₅	% K ₂ O	Total allowed quantity (N)	Maxiumum allowed quantity of manure according to fertiliser limits	Quantity fertiliser (kg/ha)		
				kg/ha	(t/ha)	N	P_2O_5	K ₂ O
Cattle	0.5	0.3	0.5	210	42	210	126	210
				170	34	170	102	170
Horse	0.6	0.3	0.6	210	35	210	105	210
				170	28	170	85	170
Sheep	0.8	0.5	0.8	210	26	210	130	210
				170	21	170	106	170
Poultry	1.5	1.3	0.5	210	14	210	182	70
				170	11	170	147	57
Broiler	3.0	3.0	2.0	210	7	210	210	140
				170	5.5	170	170	110







SMR 1 – Examples



Organic fertilizer spreading



Water eutrophication



Inadequate manure storage







SMR 1 – Human Health

LETTUCE/LEAFY VEGETABLES (Regulation (EC) No 1881/2006):

Mismanaged fertilisation may result in unacceptable level of nitrates in produce

Iceberg type lettuce 2000 mg NO3/kg

WATER FOR DRINKING

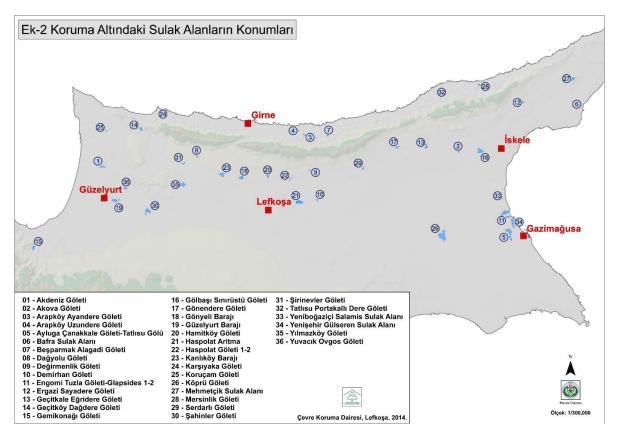
50 mg NO3/kg







SMR 1 – Northern part of Cyprus: Potential NVZ's









SMR 1 – northern part of Cyprus

Incentives for farmers to apply SMR1:

Potential loss of export markets – leafy crops

Health of family members

Lower production costs (fertilisers use)

Higher crop quality

Higher crop yield with balanced fertilisation







Cross Compliance – Implementation

Barley – Fertiliser use







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SMR 2 – Wild Birds

SMR 2: Protect, maintain and restore biodiversity by protecting all wild birds, their eggs and nests.

The **Directive 2009/147/EC** is the legal base for the protection of wild bird species.







SMR 2 – Introduction

This SMR is applicable to all farmers and all land.

The removal of vegetation from a field, scrub that is beneficial to birds is not permitted during the bird nesting season.

It is prohibited to deliberately catch and destroy birds, their nests, eggs, as well as disturbe birds during breeding season.







SMR 2 – Examples

Hedges/trees

Nesting Sites Provision

Hay mowing tehniques











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SMR 2 – Benefits

Biodiversity

Pest Control

Tourism - Additional Income















SMR 2 – Derogations

Wildlife Game Species

Feral Populations

Other defined species







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Cross Compliance – Northern part of Cyprus

Flamingo

Birds of prey (An Sahini)

Patridge













SMR 3 – Conservation of Natural Habitats

SMR 3: Ensure protection of important habitats and species of flora and fauna, and implemention of certain management measures.

Directives 92/43/EC and 2013/17/EC

are the legal base for the implementation of habitat protection.

Directives on habitats covers about 1.500 rare or endangered plant and animal species as well as 230 types of habitat.







SMR 3 – Introduction

Each Member State defines areas that will be included in its ecological protection (Ecological Network)

After EU accession these areas are included in NATURA 2000.

Opportunity for farmers: Sales of unique farm products







SMR 3 – Destroying Habitats









SMR 3 – Farms

Farmers are required to:

- implement measures to protect important areas for the species and habitat types,
- avoid picking, collecting, cutting, uprooting or strictly protected species,
- should not keep or sell protected species,
- get approval for Projects/changes on agricultural land by relevant Government body;







SMR 3 – Examples

Farming and Habitat Protection Integrated













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SMR 3 – Agroforestry

Farming and Habitat Protection Integrated –

Trees are source of livestock feed











SMR 3 – Neretva River Delta

Citrus – 80000 tonnes Tourism - Wildlife















SMR 3 – Mali Ston

Mariculture











SMR 3 – Biokovo Mountain

Agriculture









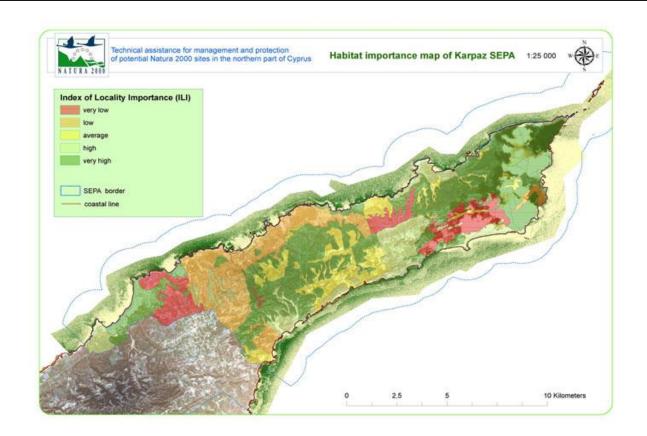
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SMR 3 – northern part of Cyprus

Karpaz









SMR 3 – northern part of Cyprus















SMR 3 – northern part of Cyprus

Wildlife Tourism – Source of Farm Income





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SMR 4 – Food and Feed

SMR 4: Producers of food and feed in all stages of production, processing and distribution within the business under their control must ensure that food or feed meets the requirements of "Food Law".

The legal basis for this SMR are: Regulation 178/2002; Regulation 882/2004; Directive 89/397 and Regulation 852 & 854/2004







SMR 4 – Basic Information

The producers of food and feed are responsible for:

- meeting the requirements of hygiene;
- establishing, implementing and maintainance of system and procedures based on HACCP;
- ensure tracebility in all phases of production, processing and distribution of food and feed;
- informing the responsible authority if there are reasons to suspect that the food and/or feed is not safe;
- withdrawal and recall of food and/or feed from the market if there are reasons to supect that the food and/or feed is not safe;







SMR 4 – Basic Information

The producers of food and feed are responsible for:

- labeling food and feed and informing the consumer in accordance with relevant legislation
- compliance with food and feed quality standards
- immediately inform the relevant Food Safety Authority about unsafe food suspision and/or food safety incident

In determining whether any food is unsafe, in account must be taken the normal conditions of use of the food.







SMR 4 – HACCP

FOOD SAFETY MANAGEMENT SYSTEM BASED ON HACCP PRINCIPLES:

HACCP – Hazard Analysis Critical Control Points

HACCP – 7 Principles



Pre- Requisite Programs:
Good Agriculture Practice (GAP)
Good Hygiene Practice (GHP)
Good Manufacuting Practice (GMP)







SMR 4 – Food Safety Mgmt. Systems

FOOD SAFETY MANAGEMENT SYSTEM (FSMS) BASED ON HACCP PRINCIPLES:

- 1) Certified HACCP
- 2) FSMS based on HACCP but not certified
- 3) Private Standards







SMR 4 – northern part of Cyprus

Northern part of Cyprus legal text

Other guidance for the northern part of Cyprus food processors:

European Food Safety Authority

Food and Agriculture Organisation

World Health Organisation

The World Organisation for Animal Health

Codex Alimentarius

ISO 22000, IFS







GAP – PPP Use

PPP approved in the northern part of Cyprus & EU

MRL – Maximum Residue Level

Info on PPP use

MRL Tests – Laboratory with ISO 17025

Sampling Procedures

Drift







GAP – northern part of Cyprus Pesticides List

64/1987 Agri Pesticide Auditing Law

List of Prohibited PPP's

List of Approved PPP's







GAP – EU Pesticide Database



EU PESTICIDE DATABASE – Regulation (EC) no. 1107/2009







SMR 4 – Farms

Pre-requisite Programs result in reduction of food safety risks:

Good Agriculture Practice (GAP)

Good Hygiene Practice (GHP)

GMP (GMP)

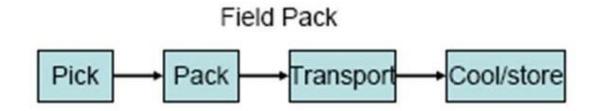


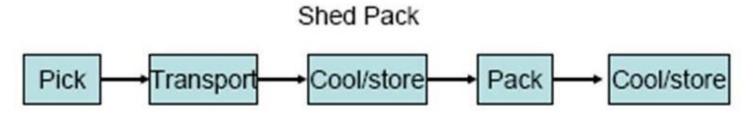




SMR 4 – Common Packing Procceses

Field vs. shed packing











GHP – Basics

Personal Hygiene

Buildings

Pests

Packaging



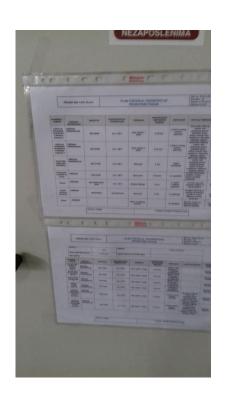








GHP – Various







Off the ground



Instructions for washing hands

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SMR 4 – GHP Personal Hygiene



ALL WORKERS MUST RESPECT PERSONAL HYGIENE RULES



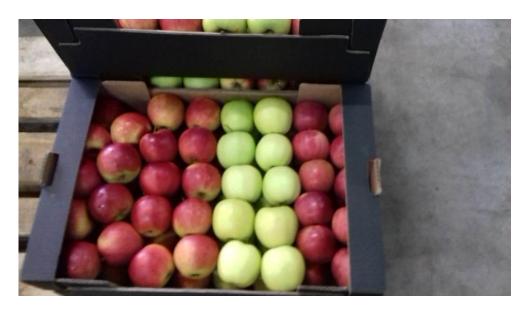




Cross Compliance – Implementation

Traceability:

- 1) Field ID
- 2) Storage
- 3) Packing/labelingLOT (week in year/day in week)Phyto Number
- 4) Dispatch document



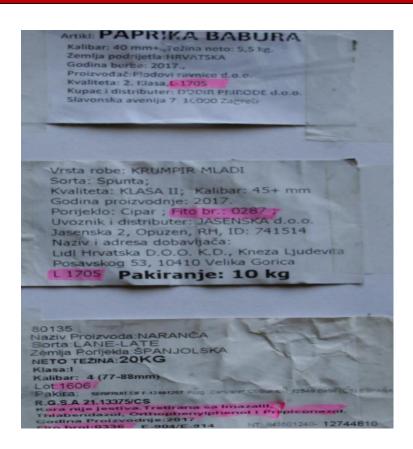
Lot – 3 growers







SMR 4 – Traceability



Traceability:
LOT (week in year/day in week)

Phyto Number









SMR 4 – Glass

Glass – Invisible and hard to detect

"Glass Policy" – Control of Glass and Hard Plastic Bodies



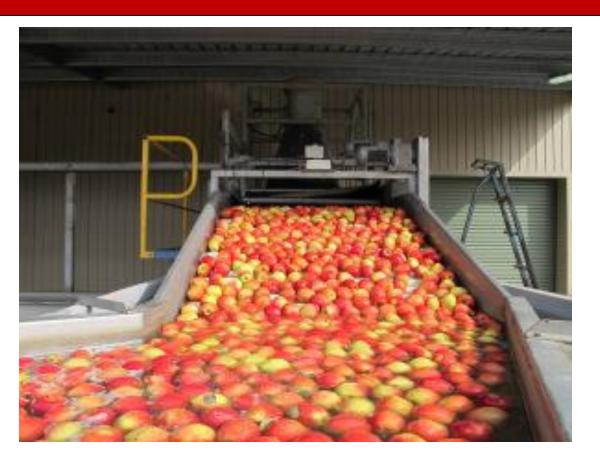






GMP – Water

Water – Quickly spreads contaminants
Establish control of water quality









SMR 4 – Recall

Dispatch documents key for quick recall.

Where have all goods finished!!!

Annual Recall Exercise







SMR 4 – Branding

"Food Safety" base for:

Branding

New markets







SMR 4 – Northern part of Cyprus: Traceability

Producer Code;

Packer;

GGN - GLOBALG.A.P Status









SMR 4 – Public Media

"Croatians fearful: In 2 weeks vegetables sales drops 70%. Prices nearly halved!"

"Slovenian retailer Mercator withdraws dry figs from Turkey due to higher aflatoxin levels."











SMR 10 – Plant Protection Products

SMR 10: Protect users, animals, environment, consumers from negative influence of Plant Protection Products".

Legal base: EU Directive 1107/2009/EC

Directive 2009/128/EC - Sustainable Use Directive provides framework to achieve sustainable use of PPP's.

Member states formulate "National Action Plans".







SMR 10 – PPP Types

PPP groups:

Insecticides

Fungicides

Herbicides

Biocides

Plant Growth Regulators

Seed Dressings

Molluscides







SMR 10 – Trends

Consumer awareness on PPP use.

Leading retailers request cleaner product.

Product Branding based on "Product cleaness".











SMR 10 – Farm

Farmer can only use "Plant Protection Product" authorized in for use in northern part of Cyprus and approved for targeted crop and pest.

PPP's should be used:

according to guidance specified on the label according to "Principles of Good Plant Protection Practice" according to "Principles of Integrated Pest management (IPM)"







SMR 10 – Obligatory Education

Certified courses for farmers, distributors, importers, consultants.

Only certificate holders can import, distribute or buy/apply PPP's.

Possible topics:

PPP types

PPP Use

Personal Protection

PPP Application Machinery













SMR 10 – IPM Prevention

Cropping cycles

Beneficial insects & pest predators

Plant nutrition/condition

Disease resistant varieties

Orchard hygiene/sick plant removal

Infested plant & fruit removal







SMR 10 – Prevention

PPP toxicity to bees indicated on PPP label:

B1 - Very high toxicitiy; 10 hours after application dangerous for bees

B2 – High toxicity; 8 hours after application dangerous For bees

B3 - Low toxicity; 3 hours after application dangerous for bees

B4 – Very low toxicity for bees; Not harmful







SMR 10 – IPM Prevention

Bird houses.

Removal of sick plants.

Beneficial Insects (Encarsia Formosa, Ladybirds)

Waste Product Disposal.

















SMR 10 – IPM Monitoring

Pest Threshold Counts

Weather Conditions













SMR 10 – Implementation

Pest Threshold

Target pest

Dose (kg or I/ha)

Concentration (%)

Withholding period

Re-entry period

Avoid pest resistance

Drift



Select suitable PPPs for target problems and not wide-range PPPs which damages the natural environmental and beneficial insects

PPP authorised for use in North Cyprus is acceptable







SMR 10 – PPP Records

PPP applications records must include:

Crop name

PPP brand name

Active substance

Dosage

Application area

Quantity applied

Date of application

Reason for application

Application equipment

Applicator name

Pre-harvest interval







SMR 10 – PPP Storage

PPP storage must be:

Separate Room

Restricted access/Lock

Temperature & Light

Ventilated

Fire Resistant

Handling Instructions

"Powder above Liquid" Rule

Spillage Control

Instruments for measuring PPP's









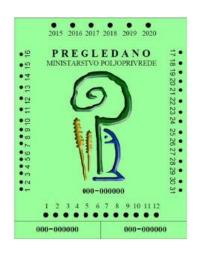




SMR 10 – PPP Application Machinery

Directive 2009/128/EC (Sustainable Use Directive):

PPP Application Machinery must be regularly checked













SMR 10 – PPP Application Machinery

Problem with depositon of PPP:

Drift
Spent solution disposal
Lack of maintenance
Time of day
Climatic conditions









SMR 10 – PPP Application

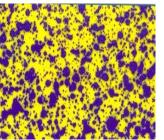
Simple checks:

Nozzles (Selection & cleaness)

Manometer pressure

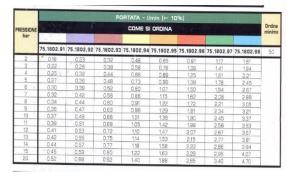
Quality of application













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SMR 10 – Protective Equipment

Protective equipment and protective clothing according to PPP label.











SMR 10 – PPP Waste

PPP Waste: Packaging; Products past their "use-by date";

Disposable filter masks/Personal protection Equipment

PPP waste secured

Approved "Waste Collection System"

Certificate for returned PPP Waste











SMR 10 – EU Pesticide Database



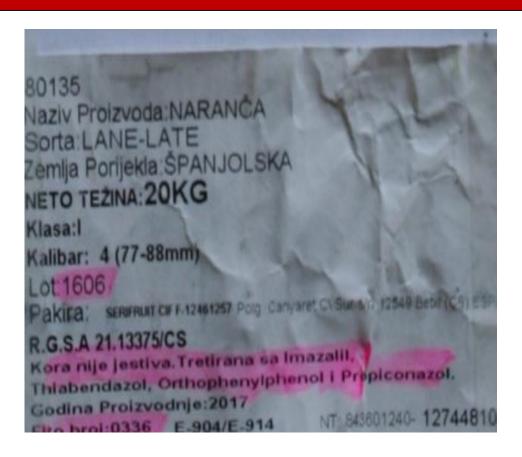
EU PESTICIDE DATABASE – Regulation (EC) no. 1107/2009







SMR 10 – PPP Use Info



Spanish Oranges Label:

- Wax "Imazalil" = PPP (fungicide)
- Rind not edible

Info on wax use OBLIGATORY







SMR 10 – northern part of Cyprus: PPP Waste Disposal

PPP Storage





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SMR 10 – n northern part of Cyprus: PPP Waste Disposal

PPP Waste Disposal – Controlled Burning







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SMR 10 – northern part of Cyprus: PPP Registry

64/1987 Agri Pesticide Auditing Law

List of Prohibited PPP's

List of Approved PPP's







SMR 10 – northern part of Cyprus: Cereal Farmer Benefit

Barley certified seed use: Germination 95% + Seed cleaness Disease control



Major disease transmitted by non-certified seed.

Net bloch – Phyrenophora teres









SMR 10 – northern part of Cyprus: Pomegranate Farmer Benefit

IPM implementation - **DOUBLE YIELD = More Income**





Black Heart Disease

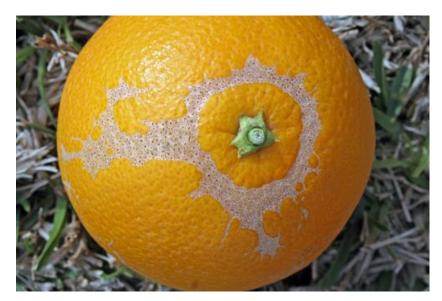






SMR 10 – northern part of Cyprus: Citrus Farmer Benefit

Lack of GAP/IPM implementation - CITRUS QUALITY LOSS = LOSS OF INCOME



Trips damage







SMR 10 – northern part of Cyprus: Potato Farmer Benefit

Lack of GAP/IPM implementation - POTATO YIELD LOSS

= LOSS OF INCOME



Colorado Potato Beetle (Leptinotarsa decemlineata)







SMR 10 – northern part of Cyprus: Olive Farmer Benefit

Lack of GAP/IPM implementation -OLIVE YIELD LOSS + OLIVE OIL QUALITY LOSS = LOSS OF INCOME









Olive GAP)

Olive Fruit Fly (Bactrocera oleae)





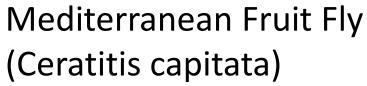


SMR 10 – northern part of Cyprus: IPM Future

IPM - STERILE INSECT TECHNOLOGY (SIT)















SMR 10 – northern part of Cyprus: Future Markets

Organic production in EU is regulated by Regulation EC 834/2007 and Regulation EC 889/2008 (list of approved inputs).

Certification bodies

Approved PPP and Fertilisers

Drift

Limited IPM options







GAEC's







GAEC's – Basic Information

The Good Agricultural and Environmental Conditions (GAEC's) are defined in the framework of "Cross Compliance".

Their goal is to ensure that all agricultural land (also land not in production) is maintained in good agricultural and environmental conditions.







GAEC's — Basic Information

Member States define minimum requirements at national or regional level on the basis of *Annex II* of *Council Regulation (EC) No 1306/2013*.

Minimum GAECs requirements shall be defined taking into account the specific characteristics of the areas concerned, including soil and climatic condition, existing farming systems, land use, crop rotation, farming practices and farm structures.







GAEC's – List

AREAS: Water; Soil & Carbon Stock; Landscape Features

GAEC 1 - Buffer Strips

GAEC 2 - Water Use

GAEC 3 - Ground Water

GAEC 4 - Minimum Soil Cover

GAEC 5 - Land Management against Erosion

GAEC 6 - Maintenance of Soil Organic Matter

GAEC 7 - Retention of Landscape Features







GAEC 1 – Buffer Strips

GAEC 1: Protection of water courses against pollution and run-off from agricultural sources by maintaining buffer strips

At some distance from watercourses establish zones in which application of pesticides and fertilisers is not allowed.

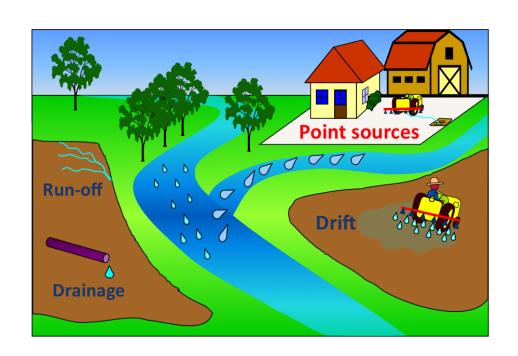
The distance will depend on the type of the waterways.







GAEC 1 – Buffer Strip Examples













GAEC 2 – Water Use

GAEC 2: Ensure sustainable use of water for irrigation and prevent uncontrolled use of water in agriculture.

NORTHERN PART OF CYPRUS SITUATION – 74 million m3/year sustainable 100 – 140 m3/year used

Gazimağusa aquifer – completely saline

Guzelyurt aquifer - 37 million m3/year – 57m3/year

- 7 km from sea well with 8000 ppm NO3
- oranges tolerate 2000 ppm NO3

NORTHERN PART OF CYPRUS – cca. 47% of agricultural land affected by salinization







GAEC 2 – Water Use

Depending on quantities of water used, the farmer may need to obtain water usage permit according to national legislation

The exception is the use of collected precipitation water for irrigation, which is collected on the land owner or authorized agricultural land user







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GAEC 2 – Water Use Examples





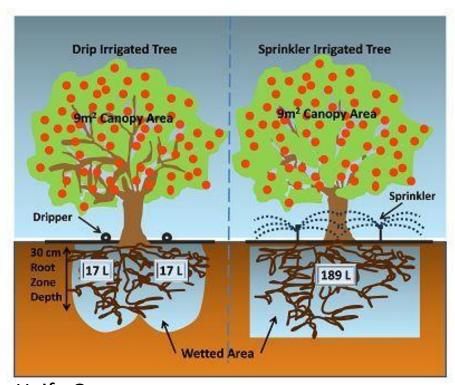








GAEC 2 – Water Use Examples



11 TIMES MORE WATER USED

Haifa Group







GAEC 3 – Ground Water

GAEC 3: Ensure the protection of groundwatwer against pollution.

Products usually found on farms that may pollute groundwater are:

Agri inputs (fertilisers, pesticides, herbicides, fungicides, detergents)

Hydrocarbons (fuel oil, hydraulic fluids, lubricants, waste oils, batteries)

Dairy detergents and sheep dip chemicals

Metals

Batteries and acumulators







GAEC 3 — Groundwater

When handling, transporting or storing potential pollutants farmers must:

act in accordance with good agricultural practices

follow manufacturer's instructions listed on the product packaging

act according to relevant national legislation







GAEC 3 – Groundwater Examples



















GAEC 3 – Groundwater Protection Examples













GAEC 3 – Groundwater Protection Examples









GAEC 3 – northern part of Cyprus: Chemical Storage











GAEC 4 – Soil Cover

GAEC 4: Prevention of soil erosion on the farm.

During the growing season all agricultural areas must be covered by crops or crop residues (above-ground part of the plant by the roots) or specifically covered by plant residues (mulch), which reduce soil erosion,

Exception in the case of the preparations for the next planting and preemergence or winter furrow.







GAEC 4 – Farm

GAEC 4: Prevention of soil erosion on the farm.

During the growing season all agricultural areas must be covered by crops or crop residues (above-ground part of the plant by the roots) or specifically covered by plant residues (mulch), which reduce soil erosion,

Exception in the case of the preparations for the next planting and preemergence or winter furrow.







GAEC 4 – Soil Cover Examples











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GAEC 5 – Land Management against Erosion

GAEC 5: Minimise soil erosion caused by agricultural production (northern part of Cyprus – 12% soils prone to erosion)

In order to achieve this the farmer can use:

- cropping practices that minimise soil erosion
- avoid livestock management practices causing overgrazing and poaching
- implement land tillage practices that minimise soil erosion
- minimise soil erosion by using appropriate farm machinery
- avoid damaging the soil structure by tillage under unfavourable weather conditions







GAEC 5 – Land Management against Erosion



Soil Loss - Spain









GAEC 5 – Land Management against Erosion













GAEC 6 – Maitenance of Soil Organic Matter

GAEC 6: Contribute to the maintenance of favorable level of organic matter in soil, needed for agricultural production.

In order to maintain level of organic matter in soil, the farmer can plough in the stubble and crop remains after harvest.

It is prohibited to burn the stubble and/or crop remains after harvest, since this depletes organic matter and affects soil health (exceptions: burning woody tree remains; pest/disease outbreaks)







GAEC 5 – Maintenance of Soil Organic Matter





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GAEC 7 — Retention of Landscape Features

GAEC 7: Ensure that "Landscape features (LF)" such as hedges, trees in line, solitary trees, forest groves, stone walls, ponds, pools, ditches are preserved.

Landscape Features are eligible for payment and cannot be removed without approval.

Landscape Features can be replaced by new ones.







GAEC 7 – Retention of Landscape Features

Farmers must maintain "Landscape Features" in their initial size, composition and look, must not damage or remove them.

Farmers must not:

- trimm hedges during the wild bird breeding season (March September)
- cut down solitary trees and/or trees in line
- destroy stone walls
- let invasive species & noxious weeds spread







GAEC 7 — Retention of Landscape Features

Preservation of stone walls, trees, ponds, hedges, tree rows.

















GAEC 7 – Retention of Landscape Features

Preservation of stone walls, trees.













GAEC 7 – Noxious Weeds

Control of invasive weeds.





Technical assistance on local farm advisory services EuropeAid/135398/DH/SER/CY





GAEC 7 – northern part of Cyprus

Stone Walls - Karpaz





Technical assistance on local farm advisory services EuropeAid/135398/DH/SER/CY





GAEC 7 – northern part of Cyprus

Control of invasive weeds.



Cynodon dactylon



Cyperus rotundus



Convolvulus arvensis







GAEC 7 – northern part of Cyprus



Bamboo Hedges around orchards







CONCLUSIONS – northern part of Cyprus

NUMEROUS OPPORTUNITIES FOR TURKISH CYPRIOT FARMERS:

POTATO – GLOBAL BRAND

OLIVES – UNIQUE OILS

POMEGRANATE – SUPERFRUIT

CITRUS

BE THE BEST!!!







CONCLUSIONS – Northern part of Cyprus

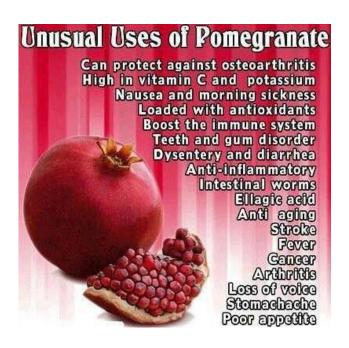


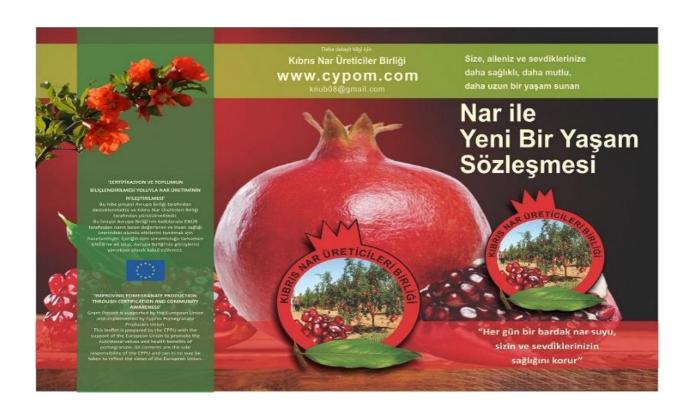






northern part of Cyprus – Land of Pomegranates











northern part of Cyprus – Agro Tourism











northern part of Cyprus – Providing Advice

"Selling" EU Standards to farmers/clients:

- Client focused

- Understand client - situation, problems and wishes

- Present relevant/measurable benefits of Standards







CONCLUSIONS

QUESTIONS







Hrvatistan - Question



